

Message Text

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ACTION EA-07

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R 030834Z MAY 74

FM AMEMBASSY TAIPEI

TO USDOC WASHDC

INFO SECSTATE WASHDC 1703

UNCLAS TAIPEI 2853

FOR : DEPUTY ASSISTANT SECRETARY VAN GESSEL

E.O. 11652: N/A

TAGS: BEXP, TW

SUBJECT: CONSTRUCTION AND BUILDING EQUIPMENT SEMINAR

1. DURING MAY 2 FAREWELL CALL BY CARL HAHN, WHO WAS ACCCOMPANIED BY COMMATT, ON MINISTER OF COMMUNICATIONS HENRY KAO, THE MINISTER LAMENTED THE LOW PRODUCTIVITY IN THE BUILDING AND CONSTRUCTION INDUSTRIES IN TAIWAN. HE ATTRIBUTED LOW PRODUCTIVITY TO EXTENSIVE USE OF MANUAL LABOR AND INEFFICIENT USE OF MECHANICAL EQUIPMENT.

2. THE MINISTER INQUIRED AS TO THE POSSIBILITY OF AN "EDUCATIONAL SEMINAR" (THIS WOULD NOT BE AN EFFORT TO SELL EQUIPMENT BUT WOULD PROVIDE OPPORTUNITY FOR FOLLOW-UP SALES) TO BE SPONSORED BY THE DEPARTMENT OF COMMERCE WHICH WOULD THROUGH MOVIES, SLIDES AND LITERATURE, TOGETHER WITH ORAL PRESENTATIONS, SHOW AND DESCRIBE THE OPERATION OF AMERICAN BUILDING AND CONSTRUCTION EQUIPMENT.

3. THE MINISTER ALSO SUGGESTED THAT THE SEMINAR COULD BE FOLLOWED UP (PERHAPS 4 TO 6 MONTHS LATER) WITH ACTUAL DEMONSTRATION OF VARIOUS TYPES OF AMERICAN EQUIPMENT AT A SITE FOR WHICH HE WOULD MAKE ARRANGEMENTS.

4. ACTION REQUESTED: EMBASSY WOULD APPRECAITE COMMERCE'S THOUGHTS AS TO THE DESIREABILITY OF SPONSORING AN "EDUCATIONAL SEMINAR" TO BE FOLLOWED UP WITH DEMONSTRATION
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OF EQUIPMENT. EMBASSY BELIEVES MINISTER'S SUGGESTIONS

HAVE MERIT.

5. FURTHER DETAILS REGARDING DISCUSSION WITH MINISTER MAY BE
OBTAINED FROM CARL HAHN WHO WILL BE IN WASHINGTON MAY 8.
GLEYSTEEN

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